

Appendix V



San Diego
Convention
Center
Corporation

San Diego Convention Center Corporation
Fiscal Year 2004 - Agency Budget
Summary of Major Changes

	Fiscal Year 2002 Budget	Fiscal Year 2003 Budget	Fiscal Year 2004 Budget	Change from FY 2003 Budget	% Change from FY 2003 Budget
Revenues	\$ 27,124,719	\$ 26,328,755	\$ 27,009,853	\$ 681,098	2.59%
Personnel	\$ 17,486,974	\$ 18,474,867	\$ 18,460,128	\$ (14,739)	-0.08%
Non-Personnel	\$ 14,648,591	\$ 12,468,199	\$ 14,317,049	\$ 1,848,850	14.83%
Total Expenditures	\$ 32,135,565	\$ 30,943,066	\$ 32,777,177	\$ 1,834,111	5.93%
Net Expenditures	\$ (5,010,846)	\$ (4,614,311)	\$ (5,767,324)	\$ (1,153,013)	24.99%
Positions (Budget)	442.77	431.47	422.28	(9.19)	-2.13%

REVENUE CHANGES:

Total revenue budget is projected at \$27,009,853, which represents an increase of \$681,098, or 2.59% over the Fiscal Year 2003 Budget. This favorable outlook is due primarily to building rental in Corporate Events, Performing Arts, and Convention & Trade Shows. Total revenues generated will cover 82.40% of the Corporate total expenditures.

SALARIES/WAGES & FRINGE CHANGES:

The Personnel Expense Budget totals \$18,460,128, which represents a decrease of \$14,739, or -.08% compared to the Fiscal Year 2003 Budget. Overall, the FY04 Budget reflects a decrease of 9.19 full-time equivalent positions, which is due primarily to corporate restructure savings. Fringe benefits are \$4,213,937, or 6.38% over the Fiscal Year 2003 Budget, due mainly to increased workers' compensation insurance expenses.

NON-PERSONNEL CHANGES:

The Non-Personnel Expense Budget totals \$14,317,049, which represents an increase of \$1,848,850, or 14.83% over the Fiscal Year 2003 Budget. This increase is due primarily to capital expenditures relating to leasehold improvements and operating equipment.

POSITION CHANGES: (-9.19)

The full-time equivalent positions added/deleted for Fiscal Year 2004 are as follows:

- * Special Project Manager (-1.00)
- * National Sales Manager (-1.00)
- * Event Services Manager (-1.00)
- * Assistant Engineering Mgr (-2.00)
- * Engineering Supervisor (-1.00)
- * Clerk Typist (-.92)
- * Specialty Concessions Coord. (-1.00)
- * Assistant Facility Services Manager (.67)
- * Contract Analyst (-1.00)
- * Project Coordinator (-1.00)
- * Ticketing Supervisor Subscription (-1.00)
- * Welder Mechanic (.17)
- * Various Part-Time (.89)

San Diego Convention Center Corporation
Fiscal Year 2004 Budget

Personnel Summary - (Full-Time Equivalent FTE)

Staffing Category	Budgeted Positions		Net Change	Note
	FY 2003	FY 2004		
Senior Management	10.00	10.00	0.00	
Managers	32.00	29.00	(3.00)	a
Supervisors/Professional/ Support Staff	132.25	125.00	(7.25)	b
Skilled Trade & Service Staff	127.83	128.00	0.17	c
Total Full-Time	302.08	292.00	(10.08)	
Total Part-Time	129.39	130.28	0.89	
Total Full-Time Equivalent	431.47	422.28	(9.19)	

Average Salary		Net Change	Note
FY 2003	FY 2004		
131,488	136,059	3.5%	1
67,711	69,565	2.7%	2
36,705	36,774	0.2%	3
31,903	32,683	2.4%	4

Note:

a. Managers: (-3.00)

- * Special Project Manager (-1.00)
- * National Sales Manager (-1.00)
- * Event Services Manager (-1.00)

b. Supervisors/Professional /Support Staff: (-7.25)

- * Assistant Engineering Manager (-2.00)
- * Engineering Supervisor (-1.00)
- * Clerk Typist (-.92)
- * Specialty Concessions Coord. (-1.00)
- * Assistant Facility Services Manager (.67)
- * Contract Analyst (-1.00)
- * Project Coordinator (-1.00)
- * Ticketing Supervisor Subscription (-1.00)

c. Skilled Trade & Service Staff: (.17)

- * Welder Mechanic (.17)

Note:

1. Senior Management:

3% merit budgeted in FY 2004.

2. Managers:

3% merit budgeted in FY 2004.

3. Supervisors/Professional/ Support Staff:

3% merit budgeted in FY2004. Additionally, turnover and new hires resulted in replacements added at lower than average budgeted rate.

4. Skilled Trade & Service Staff:

Salary adjustments based on individual union contracts.

COMBINED SAN DIEGO CONVENTION CENTER CORPORATION
FISCAL YEAR 2004 BUDGET

	FY 2003 Budget	FY2004 Budget	Favorable (Unfavorable) Variance To FY03 Budget
OPERATING REVENUE			
Building Rent	\$10,568,715	\$11,271,758	\$703,043
Food & Beverage Commissions	6,436,147	6,654,329	218,182
Event & Cleaning Services	2,254,229	2,345,097	90,868
Ticketing Services	997,574	768,731	-228,843
Utilities	2,152,868	2,112,482	-40,386
Telecommunications	1,535,512	1,630,578	95,066
Audio & Visual	1,045,900	1,011,137	-34,763
Parking	533,810	453,791	-80,019
Facility Restoration Fees	582,200	623,100	40,900
Advertising, Interest, Other	221,800	138,850	-82,950
TOTAL REVENUE	\$26,328,755	\$27,009,853	\$681,098
OPERATING EXPENSES			
Salaries & Wages - Full Time	\$11,870,457	\$11,636,021	\$234,436
Salaries & Wages - Part Time	2,643,313	2,610,170	33,143
Fringe Benefits	3,961,097	4,213,937	-252,840
TOTAL PERSONNEL EXPENSES	\$18,474,867	\$18,460,128	\$14,739
General Expenses	\$1,739,648	\$1,836,429	-\$96,781
Repair & Maintenance	1,305,829	1,370,201	-64,372
Utilities	4,082,453	4,036,494	45,959
Contracted Services	656,543	644,584	11,959
Travel & Transportation	142,037	124,612	17,425
Insurance	1,498,196	1,461,954	36,242
Telecommunications	77,024	62,692	14,332
Sales & Marketing	261,858	280,269	-18,411
Supplies	538,319	544,467	-6,148
Civic Theatre Restoration	582,200	623,100	-40,900
TOTAL NON-PERSONNEL EXPENSES	\$10,884,107	\$10,984,802	-\$100,695
TOTAL OPERATING EXPENSES	\$29,358,974	\$29,444,930	-\$85,956
NET OPERATING EXPENSES	\$3,030,219	\$2,435,077	\$595,142
SAILS PAVILION LOAN EXPENSE	\$1,000,000	\$1,000,000	\$0
CAPITAL	\$584,092	\$2,332,247	-\$1,748,155
TOTAL EXPENSES	\$30,943,066	\$32,777,177	-\$1,834,111
NET REVENUE / (EXPENSES)	-\$4,614,311	-\$5,767,324	-\$1,153,013

COMBINED SAN DIEGO CONVENTION CENTER CORPORATION
FISCAL YEAR 2004 BUDGET

ACCOUNT TITLE	FY03 Budget	FY04 Budget	Favorable (Unfavorable) Variance To FY03 Budget
			\$
REVENUE			
BUILDING RENT			
RENTALS - CONVENTION & TRADE SHOWS	5,698,705	5,842,688	143,983
RENTALS - CORPORATE EVENTS	1,332,800	1,637,970	305,170
RENTALS - NATIONAL TRADE SHOWS	306,700	390,760	84,060
RENTALS - LOCAL TRADE SHOWS	267,000	256,470	-10,530
RENTALS - CONSUMER SHOWS	772,650	770,640	-2,010
RENTALS - MEETINGS & SEMINARS	812,605	764,582	-48,023
RENTALS - COMMUNITY EVENTS	564,135	601,888	37,753
RENTALS - PERFORMING ARTS	814,120	1,006,760	192,640
BUILDING RENT	10,568,715	11,271,758	703,043
FOOD & BEVERAGE COMMISSIONS			
COMMISSIONS - FOOD & BEVERAGE	5,605,661	5,688,009	82,348
COMMISSIONS - F&B SPECIALTY CONTRACTORS	277,015	280,700	3,685
COMMISSIONS - BOOTH CATERING	261,007	383,220	122,213
COMMISSIONS - F&B STARBUCK	292,464	302,400	9,936
F&B COMMISSIONS	6,436,147	6,654,329	218,182
EVENT & CLEANING SERVICES			
COMMISSIONS - BOOTH CLEANING	214,770	224,018	9,248
COMMISSIONS - BUSINESS CENTER	70,000	70,000	0
COMMISSIONS - PRODUCTION SERVICES	41,600	43,900	2,300
COMMISSIONS - SECURITY	155,635	131,120	-24,515
COMMISSIONS - COMMUNICATIONS	0	3,600	3,600
LABOR SERVICES	156,085	156,495	410
HVAC SERVICES	13,500	230,360	216,860
GUEST SERVICES	372,894	297,724	-75,170
CLEANING SERVICES	196,600	229,375	32,775
PUBLIC SAFETY	494,455	394,719	-99,736
EQUIPMENT RENTAL	195,340	212,836	17,496
ATM SERVICES	63,000	52,600	-10,400
PROGRAMS/NOVELTIES	50,350	36,300	-14,050
TRASH PULLS	148,400	166,850	18,450
TRUCK MARSHALLING	81,600	95,200	13,600
EVENT & CLEANING SERVICES	2,254,229	2,345,097	90,868
TICKETING SERVICES			
COMMISSIONS - TICKETS	81,778	81,145	-633
CREDIT CARD FEES	284,500	249,400	-35,100
EVENT TICKETING SERVICES	173,700	178,250	4,550
EVENT TICKETING STAFF	86,346	77,386	-8,960
SEASON TICKETING SERVICES	125,000	0	-125,000
TELEPHONE CHARGELINE	246,250	182,550	-63,700
TICKETING SERVICES	997,574	768,731	-228,843
UTILITIES			
COMMISSIONS - UTILITIES	2,040,600	1,975,400	-65,200
DE-WATERING SERVICES	40,368	40,368	0
IN-HOUSE ELECTRICAL	71,900	96,714	24,814
UTILITIES	2,152,868	2,112,482	-40,386
TELECOMMUNICATIONS			
CELL SITE REVENUE	112,680	143,700	31,020
COMMISSIONS - TELECOMMUNICATIONS	1,420,577	1,485,756	65,179

COMBINED SAN DIEGO CONVENTION CENTER CORPORATION
FISCAL YEAR 2004 BUDGET

ACCOUNT TITLE	FY03 Budget	FY04 Budget	Favorable (Unfavorable) Variance To FY03 Budget
			\$
COMMISSIONS - PAY PHONES	2,255	1,122	-1,133
TELECOMMUNICATIONS	1,535,512	1,630,578	95,066
AUDIO & VISUAL			
COMMISSIONS - AUDIO/VISUAL	1,045,900	1,011,137	-34,763
AUDIO & VISUAL	1,045,900	1,011,137	-34,763
PARKING	533,810	453,791	-80,019
FACILITY RESTORATION FEES	582,200	623,100	40,900
OTHER MISCELLANEOUS			
BUILDING DAMAGE/PROPERTY RECOVERY	9,300	17,700	8,400
INTEREST INCOME - SWEEP	30,250	7,700	-22,550
INTEREST INCOME - OTHER	141,750	74,050	-67,700
MISC. INCOME - OTHER	9,700	8,200	-1,500
MISC. INCOME - WASTE MANAGEMENT	4,400	4,400	0
EVENT INSURANCE	26,400	26,800	400
OTHER MISCELLANEOUS	221,800	138,850	-82,950
TOTAL REVENUE	26,328,755	27,009,853	681,098
OPERATING EXPENSES			
SALARIES & WAGES			
SALARIES & WAGES - FULL TIME	11,973,994	11,703,397	270,597
OVERTIME WAGES - FULL TIME	114,965	110,072	4,893
PERFORMANCE AWARDS	7,000	6,000	1,000
VACATION ACCRUAL	40,000	40,000	0
VACATION EXPENSE	147,359	163,391	-16,032
SALARIES & WAGES BILLED TO OTHERS	-412,861	-386,839	-26,022
REGULAR WAGES - PART TIME	2,659,020	2,620,773	38,247
WAGES BILLED TO OTHERS - PART TIME	-15,707	-10,603	-5,104
TOTAL SALARIES & WAGES	14,513,770	14,246,191	267,579
SOCIAL SECURITY TAX	1,087,261	1,063,795	23,466
UNEMPLOYMENT INSURANCE	56,330	58,413	-2,083
HEALTH INSURANCE	969,553	1,013,844	-44,291
HEALTH INSURANCE - PT	19,121	15,042	4,079
WORKER'S COMPENSATION INSURANCE	650,838	883,308	-232,470
LIFE INSURANCE	40,382	35,935	4,447
LONG TERM DISABILITY INSURANCE	36,707	35,935	772
PENSION PLAN	1,141,341	1,144,563	-3,222
PENSION PLAN - UNION	48,618	46,453	2,165
PHYSICALS	4,000	0	4,000
PUBLIC TRANSPORTATION REIMBURSEMENT	40,590	45,255	-4,665
MEALS	1,200	1,200	0
FRINGE BENEFITS BILLED TO OTHERS	-134,844	-129,806	-5,038
TOTAL EMPLOYEE BENEFITS	3,961,097	4,213,937	-252,840
TOTAL PERSONNEL EXPENSES	18,474,867	18,460,128	14,739
SUPPLIES AND SERVICES			
GENERAL EXPENSES			
ADVERTISING - PURCHASING	2,000	1,500	500
ADVERTISING - RECRUITING	82,000	91,300	-9,300

COMBINED SAN DIEGO CONVENTION CENTER CORPORATION
FISCAL YEAR 2004 BUDGET

ACCOUNT TITLE	FY03 Budget	FY04 Budget	Favorable (Unfavorable) Variance To FY03 Budget
			\$
ARCHIVE & FILE RETENTION	6,000	5,500	500
BAD DEBTS - UNPAID CHARGES	3,700	3,700	0
BANK CHARGES/ARMORED CAR SERVICE	13,431	12,085	1,346
BOARD OF DIRECTORS	10,000	24,000	-14,000
BOOKS & PERIODICALS	19,040	17,003	2,037
CASH SHORT/OVER	800	800	0
COMMISSION EXPENSE	137,600	157,122	-19,522
COPIER - SUPPLIES/SERVICES	94,200	94,300	-100
CREDIT CARD SERVICE CHARGES	193,652	174,132	19,520
EMPLOYEE RECOGNITION	104,717	136,545	-31,828
EMPLOYMENT SCREENING/PHYSICALS	7,136	16,043	-8,907
EQUIPMENT RENTAL	7,965	8,465	-500
FF&E UNDER \$1,500	109,458	143,335	-33,877
MEETINGS/MARKETING & TENANTS	81,910	43,875	38,035
MEMBERSHIPS	40,801	32,868	7,933
PARKING VALIDATIONS	9,075	2,915	6,160
PHOTOGRAPHY & BLUEPRINTS	23,200	16,300	6,900
POSTAGE & DELIVERY BULK	9,000	11,000	-2,000
POSTAGE & DELIVERY SERVICE	40,224	37,494	2,730
PRINTING - COMMUNICATIONS	160,800	137,000	23,800
PRINTING - GENERAL	36,645	38,885	-2,240
RECRUITING EXPENSES	26,000	14,000	12,000
REGULATORY FEES	2,358	2,971	-613
SPECIAL PROMO REVOLVING FUND	12,000	122,295	-110,295
SPECIAL EVENT EXPENSES	142,375	107,000	35,375
STAFF TRAINING	83,250	79,101	4,149
STORAGE/ RECOVERY-OFFSITE	145,111	154,230	-9,119
TICKETMASTER FEES	50,100	50,100	0
TRUCK MARSHALLING	81,600	97,565	-15,965
TUITION REIMBURSEMENT	3,500	3,000	500
GENERAL	1,739,648	1,836,429	-96,781
REPAIR AND MAINTENANCE			
EQUIPMENT FUEL	24,200	27,000	-2,800
R/M DE-WATERING	46,180	104,128	-57,948
PEST CONTROL	8,120	7,068	1,052
R/M BUILDING AUTOMATION SYSTEM	8,000	9,690	-1,690
R/M CLOSED CIRCUIT TV	2,000	2,000	0
R/M DATA PROCESSING EQUIPMENT	89,304	74,587	14,717
R/M ELEVATOR/ESCALATOR	234,928	232,055	2,873
R/M FIRE SYSTEM	1,951	2,451	-500
R/M GENERAL BUILDING	213,410	258,825	-45,415
R/M HVAC EQUIPMENT	158,376	158,744	-368
R/M KITCHEN EQUIPMENT	7,750	4,750	3,000
R/M ELECTRICAL	85,200	77,950	7,250
R/M OTHER EQUIPMENT	73,248	84,567	-11,319
R/M PARKING AREA	1,500	1,500	0
R/M SOUND SYSTEM	22,250	23,300	-1,050
R/M STAGE	14,300	14,300	0
SMALL TOOLS / PARTS AND MATERIALS	23,000	19,700	3,300
TRASH REMOVAL	93,920	112,260	-18,340
UNIFORMS - CLEANING/RENTAL	107,192	69,600	37,592
WINDOW WASHING	91,000	85,726	5,274
REPAIR & MAINTENANCE	1,305,829	1,370,201	-64,372

COMBINED SAN DIEGO CONVENTION CENTER CORPORATION
FISCAL YEAR 2004 BUDGET

ACCOUNT TITLE	FY03 Budget	FY04 Budget	Favorable (Unfavorable) Variance To FY03 Budget
			\$
UTILITIES			
UTILITIES - ELECTRICAL	3,611,748	3,600,177	11,571
UTILITIES - GAS	260,791	222,226	38,565
UTILITIES - WATER/SEWER	209,914	214,091	-4,177
UTILITIES	4,082,453	4,036,494	45,959
CONTRACTED SERVICES			
AUDIT SERVICES	19,496	21,150	-1,654
CONTRACTED LABOR	6,300	25,000	-18,700
FIRE MARSHALL	101,122	104,155	-3,033
LEGAL SERVICES	30,000	30,000	0
OTHER PROFESSIONAL SERVICES	461,825	430,450	31,375
PAYROLL PROCESSING	37,800	33,829	3,971
CONTRACTED SERVICES	656,543	644,584	11,959
TRAVEL / TRANSPORTATION			
AUTOMOTIVE - ALLOWANCES	35,600	30,600	5,000
AUTOMOTIVE - GAS	6,955	6,455	500
AUTOMOTIVE - OPERATING	8,890	9,030	-140
TRAVEL - LOCAL MILEAGE & PARKING	3,085	3,215	-130
TRAVEL - OUT OF TOWN - BOARD	9,775	10,525	-750
TRAVEL - OUT OF TOWN - STAFF	77,732	64,787	12,945
TRAVEL AND TRANSPORTATION	142,037	124,612	17,425
INSURANCE			
INSURANCE - AUTO	11,442	16,700	-5,258
INSURANCE - DEDUCTIBLE RESERVE	20,000	20,000	0
INSURANCE - DIRECTORS/OFFICERS	9,588	9,748	-160
INSURANCE - FIDELITY	2,004	2,036	-32
INSURANCE - FIDUCIARY	2,592	2,636	-44
INSURANCE - LIABILITY	143,370	160,212	-16,842
INSURANCE - PAID CLAIMS	2,000	3,300	-1,300
INSURANCE - PROPERTY/CASUALTY	1,283,571	1,223,346	60,225
INSURANCE - EVENT	22,957	23,304	-347
INSURANCE - TRAVEL	672	672	0
INSURANCE	1,498,196	1,461,954	36,242
TELECOMMUNICATIONS			
CELL & LOCAL SERVICES	16,444	16,884	-440
LONG DISTANCE SERVICES	49,684	38,008	11,676
SUPPLIES - TELECOMMUNICATIONS	10,896	7,800	3,096
TELECOMMUNICATIONS	77,024	62,692	14,332
SALES & MARKETING			
ADVERTISING - SALES	37,500	55,000	-17,500
CLIENT PROMOTION - IN TOWN	56,025	40,900	15,125
CLIENT PROMOTION - OUT OF TOWN	16,650	18,800	-2,150
MARKETING & PROMOTION MATERIALS	68,500	78,500	-10,000
TRAVEL-OUT OF TOWN-SALES	83,183	87,069	-3,886
TOTAL SALES & MARKETING	261,858	280,269	-18,411
SUPPLIES			
SUPPLIES - DATA PROCESSING	2,650	2,650	0
SUPPLIES - ERGONOMICS	2,000	1,000	1,000
SUPPLIES - EVENT SERVICES	17,800	17,350	450
SUPPLIES - HOUSEKEEPING	200,000	211,000	-11,000

COMBINED SAN DIEGO CONVENTION CENTER CORPORATION
FISCAL YEAR 2004 BUDGET

ACCOUNT TITLE	FY03 Budget	FY04 Budget	Favorable (Unfavorable) Variance To FY03 Budget
			\$
SUPPLIES - LANDSCAPING	32,000	35,880	-3,880
SUPPLIES - MEDICAL	3,000	2,350	650
SUPPLIES - OFFICE	104,275	97,715	6,560
SUPPLIES - SECURITY	2,000	2,000	0
SUPPLIES - WARDROBE	174,594	174,522	72
SUPPLIES	538,319	544,467	-6,148
CIVIC THEATRE RESTORATION	582,200	623,100	-40,900
TOTAL SUPPLIES & SERVICES	10,884,107	10,984,802	-100,695
SAILS PAVILION LOAN EXPENSE	1,000,000	1,000,000	0
CAPITAL			
EQUIPMENT - INFORMATION SYSTEMS	18,022	81,800	-63,778
EQUIPMENT - OPERATING	0	872,225	-872,225
LEASEHOLD IMPROVEMENTS	566,070	1,378,222	-812,152
TOTAL CAPITAL	584,092	2,332,247	-1,748,155
TOTAL EXPENSES	30,943,066	32,777,177	-1,834,111
NET REVENUE/(EXPENSES)	-4,614,311	-5,767,324	-1,153,013